

# United States Army Medical Research Acquisition Activity USAMRAA



## USAMRAA Briefing



*Presentation for  
the  
USAMRMC Advanced Planning  
Briefing for Industry (APBI) and  
Small Business Conference*

*By  
Dr. Paul Michaels  
Director/PARC  
USAMRAA*

*26 April 2011*

Army Contracting: One Community Serving Our Soldiers, Serving Our Nation



# **USAMRAA Mission, Vision, Policy**

## **MISSION STATEMENT**

**The U.S. Army Medical  
Research Acquisition Activity  
provides quality, timely, and  
cost effective business  
advice and solutions for our  
customers.**

## **VISION STATEMENT**

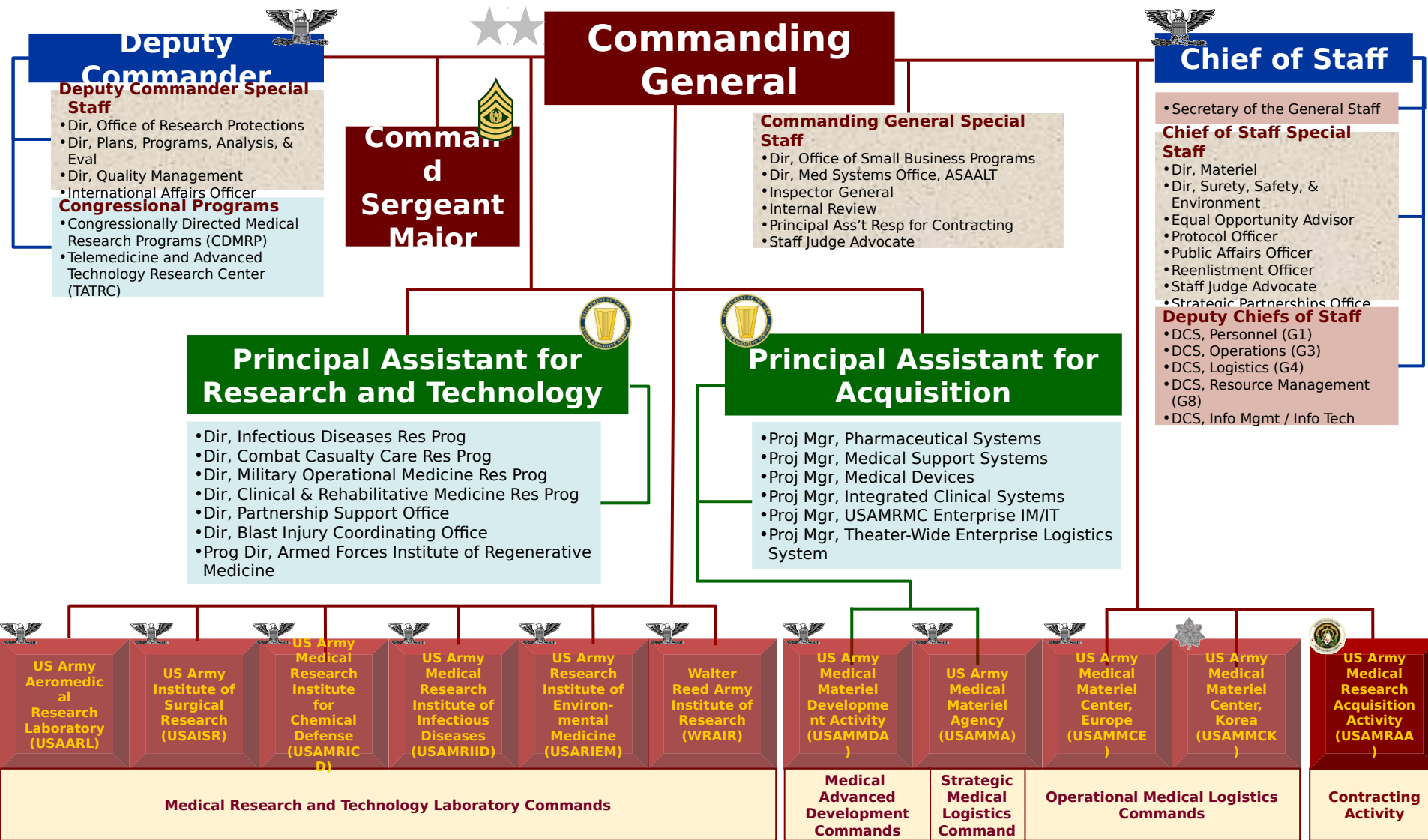
**To be the best value  
acquisition activity  
delivering expert and  
timely business solutions  
with the highest quality  
and professional  
excellence.**

## **QUALITY POLICY**

**USAMRAA is committed to  
continuous improvement,  
striving to learn and  
exceed the expectations of  
our customers at all times.**

# USAMRMC

## Organization Chart





# USAMRAA Product Line

## Research, Development, and Acquisition for:



Trauma  
Care



Diagnostic  
S



Environmental  
Health



Blast  
Injury



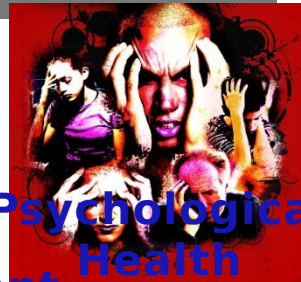
Neurofibr  
o-matosis



Leishmaniasi  
s



Vaccine  
S



Psychological  
Health



Medical  
Devices



Resuscitation



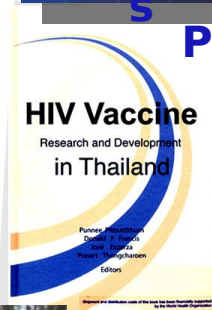
Breast  
Cancer



Chronic Pain Management



Pharma-  
ceutical  
s



HIV Vaccine  
Research and Development  
in Thailand



Protectant  
S



Prostheti  
cs



Biotech-  
nology



Ambulance



Injury Prevention



Prostat  
e  
Cancer



Ovaria  
n  
Cancer



Medic  
Equipment



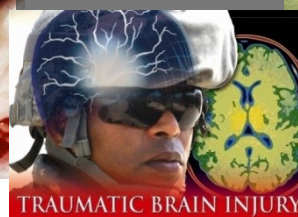
Rehabil-  
itation



Burn  
Care



Vector  
Control



TRAUMATIC BRAIN INJURY



Shelters



Regenerati  
on

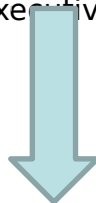
# USAMRAA Acquisition Authority

## Flow of Contracting Authority



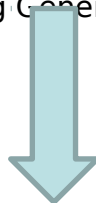
**The Honorable Malcolm R. O'Neill**

Assistant Secretary of the Army for  
Acquisition, Logistics and  
Technology; Army Acquisition  
Executive



**MG James K. Gilman**

Head of the Contracting Activity  
(HCA);  
Commanding General, USAMRMC



**Dr. Paul G. Michaels**

Principal Assistant Responsible  
for Contracting (PARC),  
USAMRMC;  
Director, USAMRAA



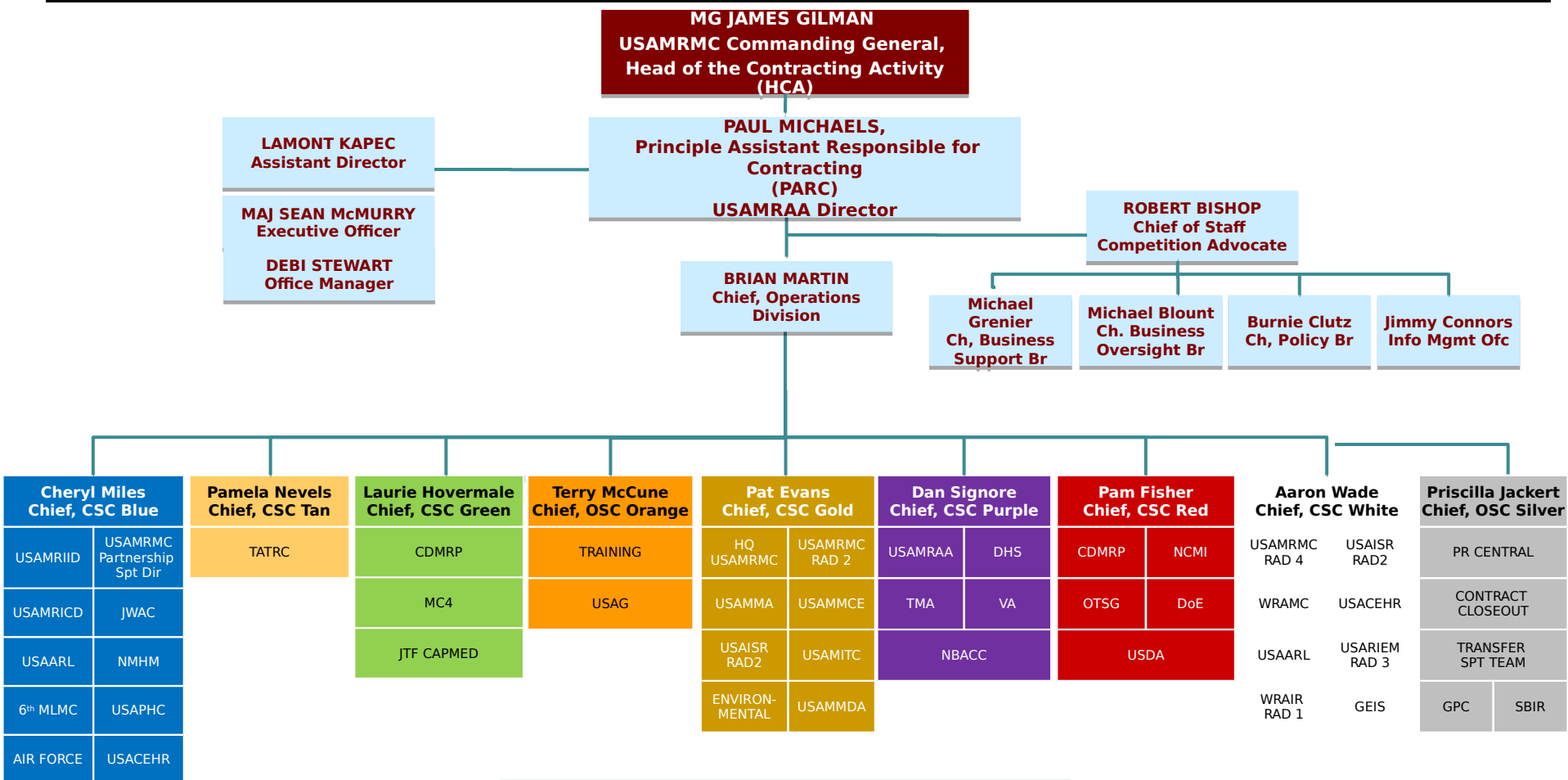
## Innovative Acquisition Approaches

- ✓ **Cooperative Agreements \***
- ✓ **Grants \***
- ✓ **Contracts**
- ✓ **Commercial Off-the-Shelf Solutions**
- ✓ **Government Purchase Cards**



\* Unique USAMRAA expertise

# USAMRAA Organization



## USAMRAA PERSONNEL - 7 Mar 11

MILITARY	CIVILIAN	CONTRACTOR	TOTAL
1	213	9	223



# ACQUISITION LEAD TIME AS PART OF THE LIFE CYCLE



## Acquisition Time Line

### Acquisition Planning

(Customer Lead/  
USAMRAA Assist)

Concept  
Generation

Requirements  
Definition

Document Submission

### Contracting

(USAMRAA Lead/  
Customer Assist)

Contracting

Award

### Post Award Administration

(Shared COR, USAMRAA)

Receipt Acceptance  
Payment (RAP)

Test, Evaluation and  
Fielding

Contract  
Closeout  
(USAMRAA)

#### Documents Prepared

Purchase Request  
Quality Assurance  
Surveillance Plan  
Justification and Approval  
for Sole / Limited Source  
Justifications  
Evaluation Criteria  
IGCE  
PWS/SOW  
MEDCOM Approval

#### Contracting

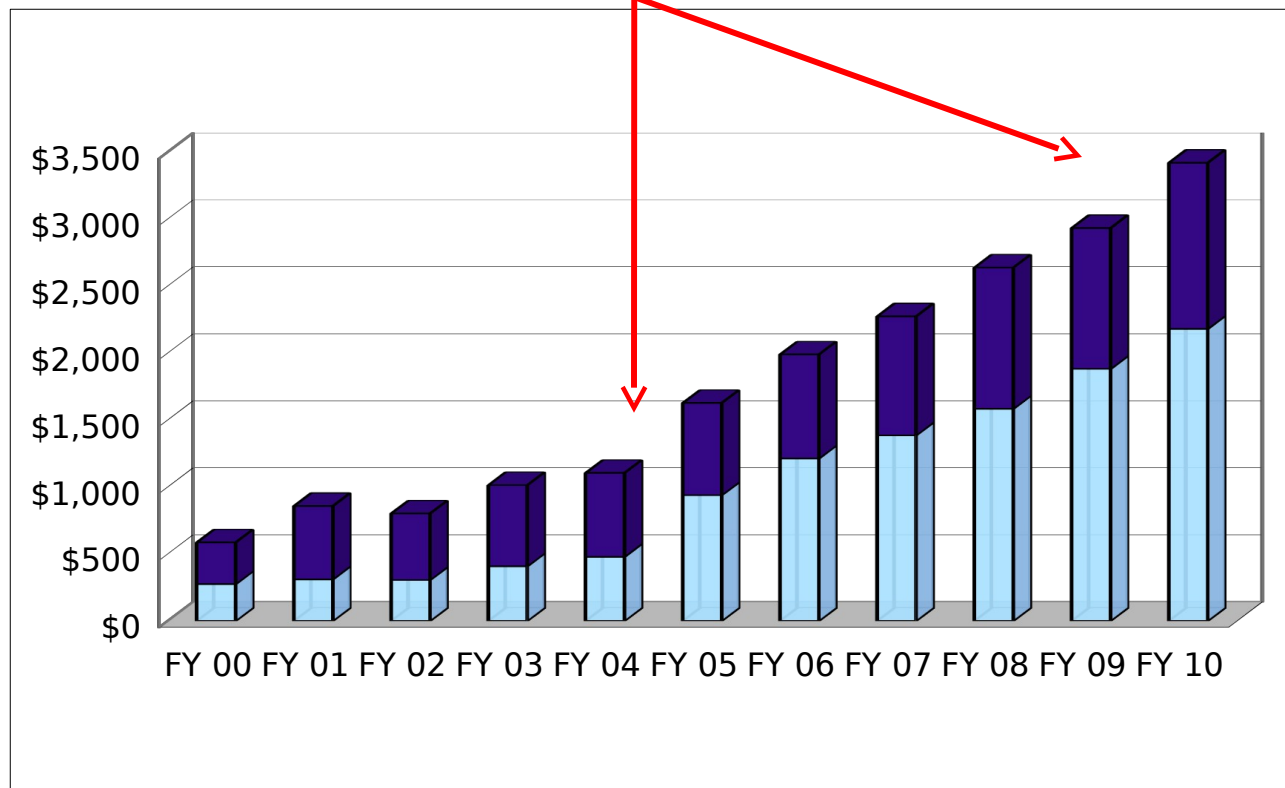
Draft/ Issue RFQ  
Draft/ Issue RFP  
15-45 Day Wait for  
Proposals/Bids  
Solicitation Review  
Board  
Evaluate Offers  
Draft Award  
Contract Award Board  
Legal Review  
COR Appointment  
Issue Award  
Pre-Performance  
Conference

#### COR Duties

Monitor Contractor Performance  
Understand Authority and be Current  
in Training  
PRS/COR Work Plan/QASP/Schedule  
Document the COR file  
Designation Letter  
Complete Contract w/ mods  
Performance Requirements  
Summary  
Contractor's QCP  
DD 250's & Payment Vouchers  
All Correspondence  
COR Work Plan  
QASP

# USAMRAA Workload in Millions

**209% Workload  
Growth FY04 - FY10**



■ Contracts

■ Assistance Agreements



# USAMRMC Small Business End of 2<sup>nd</sup> Quarter YTD - FY 2011 \*

## Dollars & Percentages



<u>Categories</u>	<u>Dollars</u>	<u>Percentages</u>	<u>GOALS**</u>
▶ <b>Small Business</b>	<b>\$ 93.9M</b>	<b>48.3%</b>	<b>30.0%</b>
▶ <b>SDB</b>	<b>\$ 35.2M</b>	<b>18.0%</b>	<b>9.0%</b>
▶ <b>WOSB</b>	<b>\$ 22.4M</b>	<b>11.5%</b>	<b>5.5%</b>
▶ <b>HubZone</b>	<b>\$ 899K</b>	<b>.4%</b>	<b>1.5%</b>
▶ <b>SDVOSB</b>	<b>\$ 6.9M</b>	<b>3.5%</b>	<b>3.0%</b>
▶ <b>VOSB</b>	<b>\$ 13.0M</b>	<b>6.6%</b>	<b>Note 1</b>

- ▶ **NOTE 1: Veteran Own Small Business Goal not established by HQDA; Service Disabled VOSB Goal of 3% is established by Public Law 100-183 and Executive Order 13360**

◆ **\* Source: FPDS-NG as of 4 April 2011\_**

◆ **\*\* Goals established by HQDA\_**

# Key Mechanisms to Assist Prospective and Current Contractors

- ▶ USAMRMC & Fort Detrick on-line forecasts of projected and anticipated procurements
- ▶ Solicitations posted and updated routinely
- ▶ Continuous collaboration with Fort Detrick contracting community – approximately 10 procurement activities, including: USAMRAA, NAVMEDLOGCMD, US Army Corps of Engineers, Baltimore District, NCI, SAIC, USDA, Technology Application Office, and others
- ▶ Public access to solicitations via Army Single Face to Industry Acquisition Web Site  
<https://acquisition.army.mil/afsi/>
- ▶ Available vendor data base of contractors



## United States Army Medical Research Acquisition Activity USAMRAA

[PRODUCTS](#) | [CUSTOMERS](#) | [ORGANIZATION](#) | [BUSINESS](#) | [REFERENCES](#) | [COMMUNITY](#) | [TOOLS](#) | [LINKS](#) | [SITEMAP](#) |

- [OSBP](#)
- [Solicitations](#)
- [Assistance Agreements](#)
- [Forms](#)
- [Procurement Advisory Notices](#)
- [New Products & Idea Submissions](#)
- [BAA](#)
- [PA](#)
- [Customer Survey](#)
- [Contact Webmaster](#)

SITE SEARCH

### IMPORTANT LINKS

[Center of Excellence](#)  
[PRCentral Training Presentations](#)  
[HBCU-MI Briefing Presentations](#)  
[2009 Stand Down Days Presentation](#)  
[Advanced Acquisition Forecast \(AAF\)](#)  
[Fort Detrick Business Development Office \(FDBDO\)](#)  
[AbilityOne E-Commerce Website](#)  
[\(USAMRMC Base Supply Program\)](#)  
[Fort Detrick Contracting Community Portal](#)  
[Sample Contract Supporting Documents](#)



### NEWS

#### NOTICE TO CONTRACTORS



#### ASSISTANCE AGREEMENT FORM POSTED

SF425 Federal Financial Report and Instructions were posted on 09/21/09.

#### PROGRAM ANNOUNCEMENT (PA) POSTINGS & UPDATES

There are no program announcements at this time.

#### SOLICITATIONS POSTINGS & AMENDMENTS

Solicitation W81XWH-11-R-0011 was amended on 04/18/11.  
Solicitation W81XWH-11-R-0006 was posted on 03/25/11.  
Solicitation W81XWH-11-R-0803 was amended on 02/25/11.  
Solicitation W81XWH-11-R-0004 was amended on 02/02/11.

#### FISCAL YEAR 2011 YEAR END CUT-OFF CONTRACTING SERVICES

Memorandum: Year End Cut-Off

# Questions

